

National Industries for the Blind

Annual Report 1979



Cover photos: A blind worker at Industries for the Blind, Milwaukee, WI operates a flagging machine used in the manufacture of brushes.

The National Industries for the Blind Technical Center, St. Louis, MO assists workshops in product development and quality control.



SKILCRAFT.
Quality Blind-Made Products

Registered Trademark
of National Industries
for the Blind

This is NIB

The Wagner-O'Day Act, enacted by Congress in 1938 and amended in 1971 as the Javits-Wagner-O'Day Act, directs agencies of the United States Government to purchase, under certain conditions, products and services from workshops for the blind. The Presidentially appointed Committee for Purchase from the Blind and Other Severely Handicapped was established to implement the provisions of the Act.

National Industries for the Blind, a non-profit corporation, was designated by the Committee to allocate among qualified workshops for the blind, purchase orders of the government for specified products and services.

NIB was also charged with monitoring the associated workshops for the blind to assure compliance with the Javits-Wagner-O'Day Act and contract specifications. In the years since its inception NIB has fulfilled its basic responsibility but has also widely broadened the service it provides to the associated workshops and the blind workers in them.

A review of activities in NIB and the associated workshops for the blind during the fiscal year ending September 30, 1979 are included in the pages of this report.

Message from the Chairman and the President



Thor W. Kollé, Jr.
Chairman



Abram Claude, Jr.
President

Last year, in commemorating the 40th year of operation of National Industries for the Blind, we paused to look at the achievements of the workshops and NIB. The record showed beyond any question that NIB and the shops had not only fulfilled their obligation by accomplishing the purposes for which the association was formed but they had gone much further. By utilizing technological advances and innovative manufacturing techniques, the workshops are now providing employment to thousands of blind persons who also suffer from other serious handicaps in addition to blindness. Furthermore, the capabilities of blind workers have been extended far beyond the dreams of the founders of the NIB association.

In 1979, NIB, the workshops and workshop management have been the object of unprecedented publicity initiated by persons seeking to discredit our approach to aiding the blind in the hope we would forego the principals upon which we were founded and abandon the objectives we have been working toward over the years.

Ironically, in the midst of all the confusion caused by such publicity and at a time when the worth of the workshop concept was being questioned, the NIB associated shops continued their pattern of growth and set new records of achievement in every field of endeavor.

Sales to the United States Government by the workshops this year reached an unequalled \$63,607,000 including \$7.8 million in sales to military stores, a new record.

An estimated 100 new jobs for blind persons were created by the addition of 19 new items to the procurement list of government use items and another 85 jobs were created by the increase in sales to military stores.

More wages, \$18,931,000 were paid than ever before to workers who were blind or blind with additional handicaps.

Over a broader period, 1969 to 1979, the NIB associated workshops have increased the average hourly wage to blind workers by 96.25%, while the national statutory minimum wage increased only 81.25%. This is especially significant when considered with the fact that during those same years the number of multihandicapped blind workers in the workshops has climbed to approximately 54.5% of the total work force in the workshops.

These statistics, and many similar ones, indicate that without question the sheltered workshop program as it is practiced by the NIB workshops for the blind was soundly conceived by its founders and continues to perform a worthwhile function for the blind community.

The attempt to destroy the workshop program by repeated attack in whatever form cannot be tolerated. It shall not succeed if we continue to provide the excellent service to the blind community for which we have been known for over 40 years. The shop managers, boards of directors and the NIB management have much of which to be proud while, at the same time, realizing that our program has grown strong because of a healthy, continuous self-appraisal which leaves no room for smug self-satisfaction.

Accordingly, we do not intend to let detractors of the program tear down what we have tried so hard to build nor interfere with our plans for the future. If anything, our resolve has been strengthened.

We are aware the needs of the future are not the same ones NIB faced when it was founded nor are they like those of even ten short years ago. But it is clear that the blind community needs employment opportunities and, it is equally clear, that NIB and the shops can continue to provide such opportunities if we work together in a well-coordinated program and if we maintain the high standards that have characterized our efforts in the past.

Appropriately, 1979 has been not only a year of accomplishment but also a year of preparation.

The NIB Government Marketing Division has enlarged and strengthened its Technical Center at St. Louis to help the workshops implement new production techniques and to assist them in maintaining improved quality control procedures.

NIB training courses in numerous subjects including management, product development, quality control and accounting have been intensified.

The search continues by NIB staff for new products to be manufactured for the United States Government and new contracts to be entered into with industrial manufacturers.

Procedures have been formulated for assisting newly established workshops, as well as existing ones, to broaden programs and provide services to more blind people in their communities.

Our heartfelt thanks and best wishes go to Noel Price who retired at the end of the year after 14 years of devoted

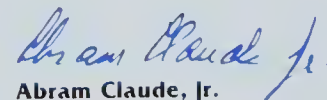
and exemplary service to NIB. A man of extraordinary competence, he will, nevertheless, be remembered primarily as a friend and an example of a man who made his life have meaning

We enthusiastically welcome George Mertz who assumes Noel Price's responsibilities. We are confident his leadership and knowledge of our program will guide us through these difficult times. We pledge to him our complete support.

We express our appreciation to the Committee for Purchase from the Blind and Other Severely Handicapped for its steadfast support during the year. We thank the NIB employees and the workshops for their continued cooperation and understanding. We will all strive to merit the goodwill of the blind community we are pledged to serve.



Thor W. Kolle, Jr.
Chairman



Abram Claude, Jr.
President

George J. Mertz named NIB Executive Vice President



*George J. Mertz
Executive Vice President*

George J. Mertz became executive vice president of National Industries for the Blind, July 1, 1979. He replaced Noel B. Price who retired after fourteen years with NIB. The appointment was announced on behalf of the Board of Directors by Thor W. Kolle, chairman.

Mr. Mertz has been with NIB since 1969 as vice president of finance. In that position he also served as treasurer of Royal Maid, Inc., NIB's demonstration workshop in Hazlehurst, MS. He has participated in workshop management training and board orientation programs sponsored by NIB and has assisted numerous NIB associated workshops in formulating and administering their varied programs.

A native of California, Mr. Mertz graduated from Woodbury University with a bachelor's degree in business administration.

Message from Mr. Mertz

The year just passed has probably been one of the most interesting and challenging ever faced by National Industries for the Blind and its associated workshops since the passage of the Wagner-O'Day Act in 1938. Our objective of providing job opportunities for all blind people who wish to work in an industrial setting was seriously questioned. Yet, through the cooperation of NIB, the associated workshops, the President's Committee for Purchase from the Blind and Other Severely Handicapped, industry and the many government agencies which recognize the importance of our programs, our year ended with record achievements. Everyone involved in creating and providing job opportunities for the blind can be immensely proud of these accomplishments. Our annual report addresses itself to this.

Since becoming the executive vice president of NIB on July 1, it has been most noticeable to me when discussing our programs with agency directors, their board members and other business leaders, the attitude they display reflects confidence in facing the challenges of the future. The comment, "let the 41-year record of the program speak for itself" seems to prevail.

By having strong confidence in ourselves and with continued communication and cooperation between NIB and our associated workshops, the next decade will surely be one of continued growth and much success in developing employment opportunities for the blind.

A handwritten signature in blue ink that reads "George J. Mertz". The signature is fluid and cursive, with a large, stylized "G" and "M".

George J. Mertz
Executive Vice President

Merit Awards



Crest Chemical Company.



Lillian Meske

Because it was the first in the nation to establish an enclave program for the blind, Crest Chemical Company was awarded the 1979 Industrial Award by National Industries for the Blind.

In the picture above, William Parker, president, second from right, and Gerald Tinney, secretary-treasurer, right, Crest Chemical Company accept the 1979 Industrial Award from Daniel J. Boucher, vice president, product and sales services, National Industries for the Blind. William H. Bellis, workshop director, Tampa Lighthouse for the Blind is pictured, left. The presentation was made during the spring convention of NIB associated workshops in Sarasota, FL.

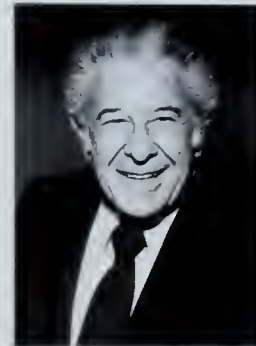
Lillian Meske who is employed by the Lighthouse for the Blind in Seattle, WA has been named Blind Worker of the Year. She received the Peter J. Salmon Award at the spring meeting of National Industries for the Blind in Sarasota, FL.

Miss Meske was born deaf and, due to retinitis pigmentosa, began to lose her eyesight at an early age. She communicates fluently in sign language and is an excellent worker. Miss Meske is currently employed in the profile department at the Lighthouse.

Previously she held jobs in the sewing and housewares department and in the machine shop.

David Miller, a member of the Board of Trustees of Columbia Lighthouse for the Blind has been named Board Member of the Year by National Industries for the Blind.

Mr. Miller has served the agency since 1963. During that time, he has been involved in every facet of Lighthouse activities and has contributed significantly to the employment of blind people.



David Miller



Ed I. Mills

In recognition of his more than 25 years of service to blind people both as a professional and volunteer, Ed I. Mills has received the R.B. Irwin Award. It was presented to him by National Industries for the Blind.

He retired in 1979 as executive director of the San Antonio Association for the Blind. Mr. Mills also served on the Board of Directors of NIB, was a leader in the Association of Texas Lighthouses for the Blind and filled many responsible positions in the General Council of Workshops for the Blind.

NIB and the Javits- Wagner-O'Day Act

Fulfilling the common purpose for which they were both founded, NIB and the Committee for Purchase from the Blind and Other Severely Handicapped cooperate in administering the Javits-Wagner-O'Day Act.

19 new government use products created jobs for 100 blind people.

This year that joint effort has been successful in creating 100 additional jobs for the blind through the development of 19 new blind-made products. These were added to the Committee's list of items to be purchased by the United States Government. The products, which now total 826, yield more than \$63 million in annual sales.

The official acceptance of new products by the Committee is no "rubber stamp" procedure. Each new item proposed involves countless hours, days and months of careful analysis to assure that not only does the government get a quality product at competitive prices, but that industry is not treated inequitably.

In addition, the Committee makes certain that the production complies with the terms of the Javits-Wagner-O'Day Act.

To assure compliance the NIB government marketing staff made 140 visits to 38 associated workshops this year on matters pertaining to government products. NIB also maintains contacts with government procurement activities to monitor deliveries and quality of NIB contracts for the products being made for government use.

Through intensified attention by NIB staff to government contracts, late deliveries and product exceptions were kept to a minimum this year.

The sale of blind-made products by NIB for resale by commissaries and exchanges of the military service branches operates under the authority of the Javits-Wagner-O'Day Act.

Military store sales by NIB during the year reached an all time high of \$7,799,310. The increase over last year provided 85 new jobs for blind workers in addition to those created by new government use items.

33 associated workshops now produce goods for military stores.

Three associated workshops were added to those producing military resale products bringing the total number of workshops in the program to 33.



Charles W. Fletcher, left, executive director and E. Richard Alley, deputy executive director, Committee for Purchase from the Blind and Other Severely Handicapped.

To promote further growth the number of NIB military sales representatives was increased from 30 to 50.

NIB opened military resale warehouses in Hawaii and Puerto Rico and moved its West Coast distribution point to a 12,000 square foot warehouse in Buena Park, CA. All of these developments are expected to increase NIB's ability to service its military customers effectively.

New military sales representatives have been given extensive training this year in the sale and service of SKILCRAFT products — the trade name of NIB blind-made items. Officials of the military branches also attended NIB sales training sessions. During these meetings they told the NIB team how they thought military customers could be served more efficiently.



Blind workers at Industries for the Blind, Milwaukee, WI assemble ball point pens as part of a contract under the Javits-Wagner O'Day Act.

Shipments by NIB military warehouses this year were not only more complete but 99% on time compared to an industry average of 89%.

Writing pens are also sold to the government under the Javits-Wagner-O'Day Act. Their sales are administered separately by NIB due to their large volume and the unique characteristics of pen manufacture and distribution.

Javits-Wagner-O'Day Act is biggest provider of jobs for blind workers.

Following the trend of other government items a new record was set this year in the sale of ball point pens. NIB's pen department specialists work diligently to keep the government aware of new product development.

Sales of products to the United States Government under the Javits-Wagner-O'Day Act continue to provide the largest number of jobs for blind workers in the NIB associated workshops.



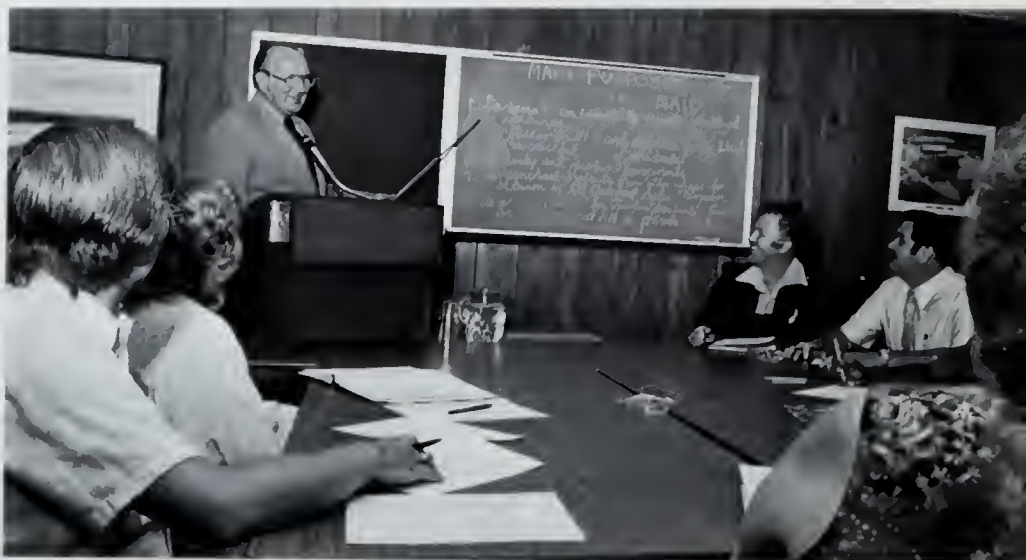
The NIB warehouse in Buena Park, CA was recently completed for use as one of nine distribution centers for military resale products manufactured by workshops for the blind throughout the country.

NIB Serves Workshops

Although the administration of contracts is the prime purpose of National Industries for the Blind, it has also expanded other services to the workshops. For example, all possible sources of new job contracts were explored this past year. And the feasibility of blind people producing the items required by these contracts was thoroughly researched. NIB support services, including engineering and product development were expanded. In addition, the NIB Rehabilitation Division increased its assistance to associated agencies serving the blind.

NIB services to workshops greatly expanded.

As a result, workshops throughout the country could provide better jobs to more blind men and women and place blind people with other handicaps in more jobs than ever before.



NIB workshop management training session taking place at Royal Maid, NIB's demonstration workshop, Hazlehurst, MS.

Royal Maid, NIB's demonstration facility in Hazlehurst, MS, hosted 30 representatives of associated workshops who participated in its management training courses this year. It was also the scene of a training seminar in personnel/public relations offered to workshop management by the NIB Public Affairs Division.

During this year more than 500 visitors toured Royal Maid to view its programs and methods of operation.

Twenty associated workshops now own the electro-mechanical equipment designed at Royal Maid with NIB staff assistance. This equipment is used to evaluate the skills and abilities of blind people.

The NIB Subcontracting Department assisted 35 associated workshops this year in the development of local subcontracting programs with industry. It obtained ten corporate agreements with major national companies which permit subcontracts between the workshops and local plants of the parent companies.

Subcontracting with industry opens many job opportunities.

The Subcontracting Department has initiated a joint effort with the American Foundation for the Blind to place blind people in professional positions with industry.

The first industrial enclave is a successful endeavor between Computer Peripherals, Inc., Norristown, PA and Delaware County Branch, Pennsylvania Association for the Blind. This placement of blind workers in industry has set an example for other companies. NIB has similar projects in the planning stages.



A young blind man does terminal crimping on braided wire as part of an enclave program at Computer Peripherals, Norristown, PA. The program is operated by Delaware County Branch, Pennsylvania Association for the Blind, Chester, PA.

Twelve workshops became associated with NIB this past year. Staff members in the NIB Rehabilitation Division provided the required assistance. This is a continuing service. In addition, the Rehabilitation Division assists agencies in setting up evaluation and training programs.

A rehabilitation specialist hired by NIB has been placed at Royal Maid, to be responsible not only for NIB rehabilitation activities there, but to work with Royal Maid staff on cooperative programs of Royal Maid and NIB.

The orientation of agency board members to their responsibilities and the services offered the workshops by NIB are continuing responsibilities of the Rehabilitation Department. Special training sessions are conducted at the NIB annual meetings. And to further assist board members in their duties, NIB staff members regularly visit agencies to work with these volunteers collectively and individually.

Rehabilitation is a major emphasis with workshops.

The NIB Technical Center at St. Louis, MO is a vital segment of the Government Marketing Division program of service to the United States Government on Javits-Wagner-O'Day contracts.

Activities of the Center are directed toward helping the workshops implement technological developments in their manufacturing, assisting the shops in maintaining their own quality control procedures and working with both workshop management and government procurement personnel in identifying and developing new products for sale to the government.

This year the staff of the Center was expanded so that each proposed new product can be the assigned responsibility of a designated staff member. The expansion has also provided personnel for improved and more elaborate quality control procedures for the workshops.

The program of the Center is designed to "help the workshops help themselves." Pursuant to that purpose the St. Louis staff this year conducted two schools on quality control procedures and two on government product development. Approximately 70 management people from the workshops attended these schools. Government procurement officials assisted in the instruction by providing guest speakers.

Staff members of the Center meet regularly and often with officials of the government procurement offices to keep them advised of the capabilities and activities of the workshops.

Training courses for management personnel of the agencies are conducted regularly on a variety of subjects by NIB staff members. Subjects covered this year concerned government product development, quality control and public and personnel relations.

Others covering accounting, costing and pricing are being planned for early next year.

NIB works with full support and cooperation of the General Council of Workshops for the Blind. This is the organization of all workshops associated with NIB. The Council has evolved from the small group of agencies that helped organize NIB in 1938.

NIB works with full support of General Council.

The Council and NIB convene jointly twice each year. In November 1978 the meeting was held in Houston, TX. Another took place in Sarasota, FL in May 1979. In addition, NIB cooperated in the first regional conference of the Council for workshop personnel from the eastern section of the United States. It was held in Newark, NJ in September 1979.

Workshop Activities

All of the efforts of the Committee for Purchase from the Blind and Other Severely Handicapped in implementing the Javits-Wagner-O'Day Act, the many assistance programs of NIB, the planning and goals of workshop management come to final fruition in 100 associated workshops for the blind in 35 states, Puerto Rico and the District of Columbia. In these shops this year, 5350 blind people, including 2918 with handicaps in addition to blindness, were provided employment opportunities.

Total sales of \$127,267,416 for the combined workshops, including nearly \$64,000,000 through Javits-Wagner-O'Day contracts, the highest ever attained in either category by the associated workshops, were translated into more wages than ever before for blind workers.

More wages than ever paid to blind workers

Heightened activity, expanded programs, and improved services to employees are evident. For example, records show that in the past decade the average hourly wage in the combined workshops increased more than 96%. During that time the workshops made job opportunities available to many more blind persons with other handicaps in addition to limited vision. Today, as shown by reported employment statistics, 54.5% of all workers in the workshops have multiple handicaps. Indications are that the trend will continue upward.

Another sign of significant progress is the amount of fringe benefits paid this year to blind workers over and above hourly wage payments. In this fiscal year \$5,212,756 was paid by the workshops for benefits including sick pay, vacations, insurance and more. In the last five years fringe benefits to blind workers have increased 249%.



Mastering use of the Optacon at Houston Lighthouse for the Blind. This is one of the newest aids to assist blind people in reading printed copy.

The associated industries have changed considerably from the workshops that had their beginnings four decades ago. The simple craft jobs of that earlier time have been replaced with metal work, complicated sewing operations and other equally sophisticated procedures using the most up-to-date equipment available.

Average hourly wage increased 96% in 10 years

Employment for blind people is the ultimate and prime objective of all NIB associated industries. But agency activities of which those workshops are a part are not in the least restricted to jobs and production. In their attempt to help people find their most comfortable and productive places in society and industry, these agencies are concerned with many facets in the lives of their blind workers and they also provide innumerable services to other blind people who are not employed in their in-



A multihandicapped blind worker in the special workshop at the Lighthouse for the Blind, Houston, TX.

Fringe benefits increased 249% in five years

dustrial divisions. These include evaluation of their capabilities, specialized professional training and job placement, rehabilitation services, training in mobility, communication and daily living skills. Here, too, modern techniques are utilized. For example, braille is in many instances being replaced by electronic devices that enable blind individuals to understand printed information.

Other such devices enable them to better utilize limited vision. Improved lighting and work environment now enable workers and clients to become involved in an increasing variety of occupational and recreational activities.

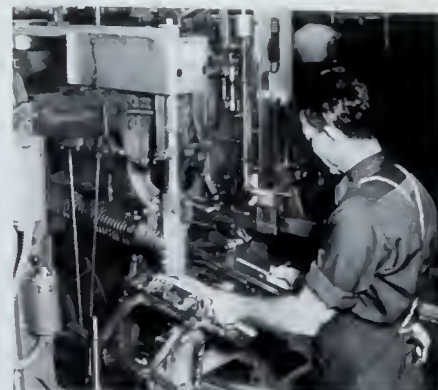


Packaging ribbon bows is done by a blind man as part of a subcontract at Pittsburgh Blind Association, Pittsburgh, PA.

Programs of athletics, physical fitness, dancing and social functions are becoming integral and important parts of the total services of agencies for the blind.

Cooperation of industry is a major source of jobs

To provide employment opportunities to blind people, regardless of the degree or multiplicity of their handicaps, the workshops have expanded work activities centers and special workshops. In these there is closer and more constant supervision. Intensified rehabilitation services lead the worker



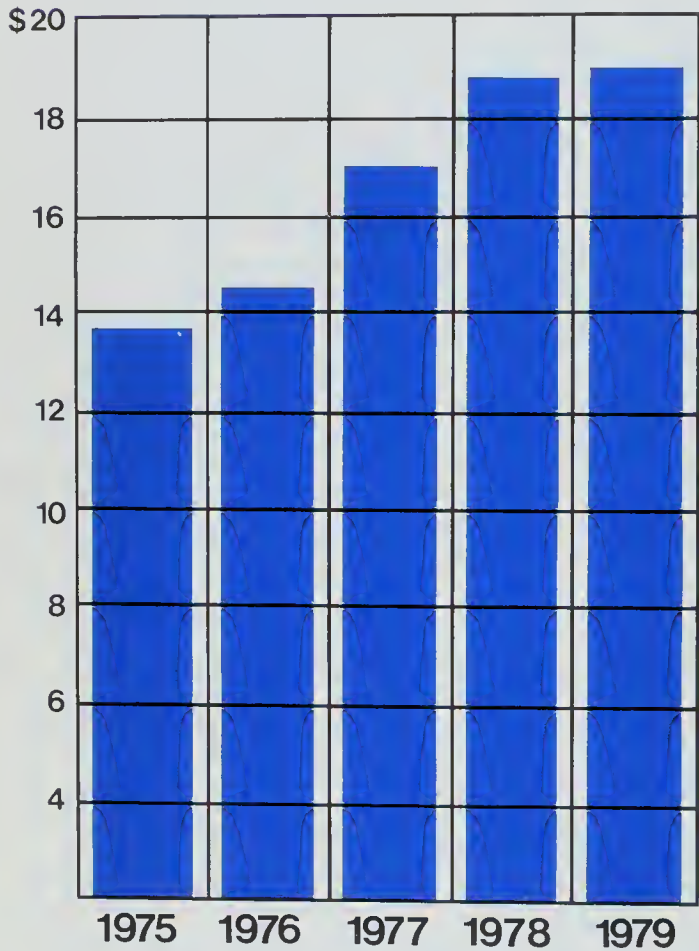
A blind worker feeds blocks for making wire scratch brushes on a high speed, continuous production brush machine at Industries for the Blind, Milwaukee, WI.



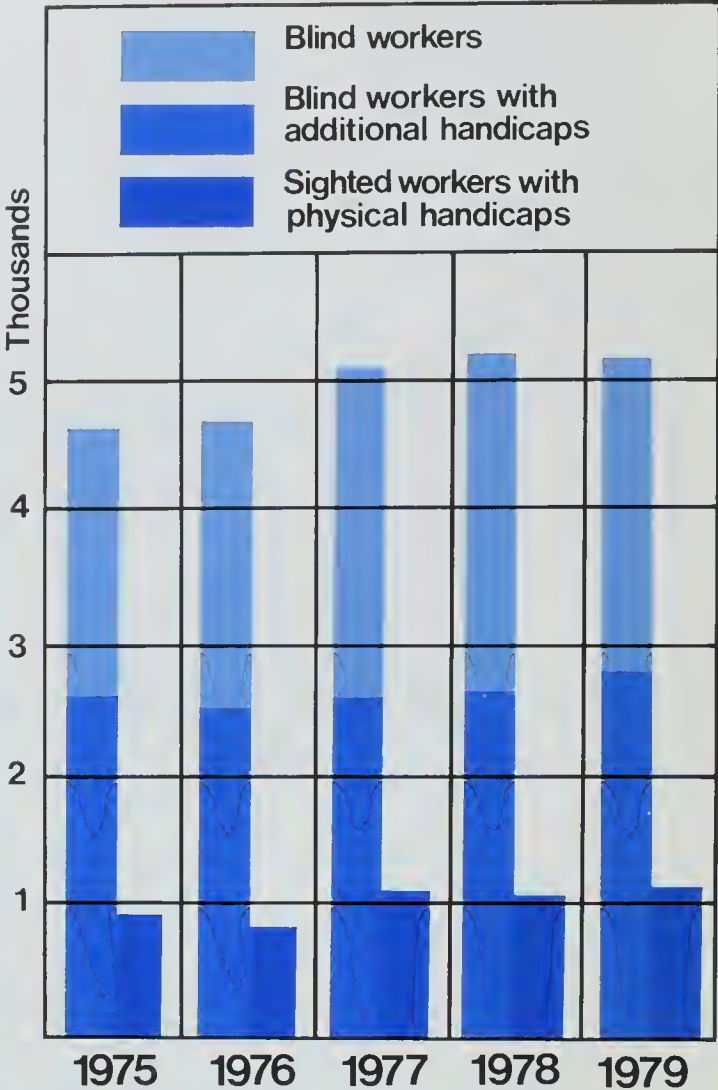
A nonretractable pen being assembled at Kansas City Association for the Blind under terms of the Javits-Wagner O'Day Act.

upward toward greater productivity and financially rewarding employment. Cooperation of local industry outside the workshops is a major help in making more jobs available for the workers in activities employing the more severely handicapped.

Year end Summary

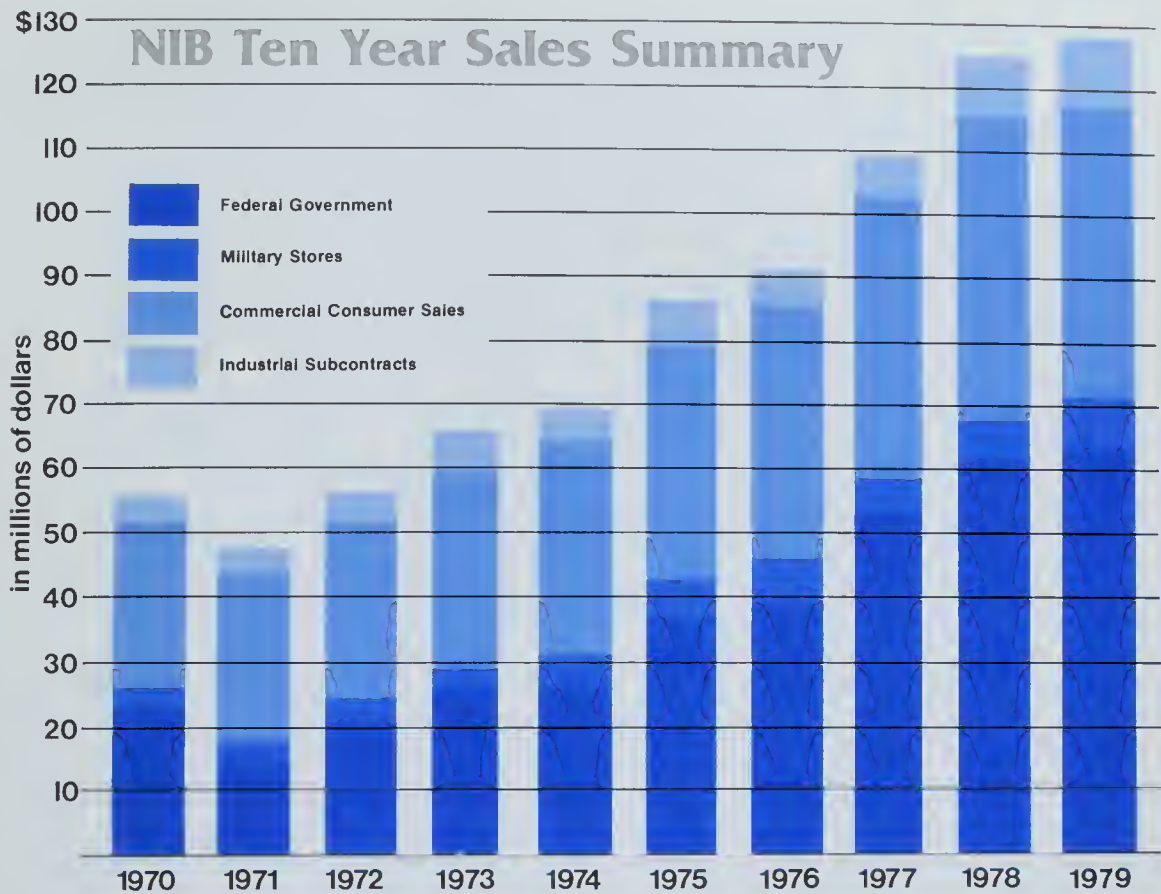


Annual Wages Paid
to Blind Workers (in millions)



Employment of the
Blind and Handicapped

Fringe benefits
amounted to \$5,212,756



Annual Sales

Year	Federal Government	Military Stores	Commercial Consumer Products	Industrial Subcontracts	Totals
1970	\$23,006,781	\$3,142,546	\$25,546,770	\$4,272,109	\$ 55,968,206
1971	14,788,361	3,561,127	25,737,511	3,765,230	47,852,229
1972	20,687,430	3,845,658	27,030,718	4,961,086	56,524,892
1973	25,916,297	3,949,638	29,882,693	5,526,909	65,275,537
1974	26,138,786	4,390,882	32,915,259	6,480,057	69,924,984
1975	37,139,818	5,505,701	37,288,527	5,868,406	85,802,452
1976	39,541,136	6,062,532	39,584,206	5,160,057	90,347,931
1977	52,717,058	5,993,983	43,478,861	7,312,828	109,502,730
1978	61,348,061	6,736,043	45,829,636	9,814,304	123,728,044
1979	\$63,606,925	\$7,799,310	\$46,237,928	\$9,623,253	\$127,267,416

NIB Associated Industries



ALABAMA

- Industries for the Blind
P.O. Drawer 17
Talladega, AL 35160

ARIZONA

- Arizona Industries for the Blind
3013 West Lincoln Street
Phoenix, AZ 85009

ARKANSAS

Arkansas Lighthouse for the Blind
69th and Murray Streets
Little Rock, AR 72209

CALIFORNIA

San Francisco Lighthouse for
the Blind, Inc.
BLINDCRAFT
1097 Howard Street
San Francisco, CA 94103

COLORADO

Rehabilitation Center for the
Visually Impaired
100 West Seventh Avenue
Denver, CO 80204

CONNECTICUT

Board of Education and Services for
the Blind Products
Russell Road
Newington, CT 06111

DELAWARE

Delaware Division for the Visually Impaired
1901 DuPont Highway
New Castle, DE 19720

DISTRICT OF COLUMBIA

- Columbia Lighthouse for the Blind
1421 P Street, N.W.
Washington, DC 20005

FLORIDA

- Tampa Lighthouse for the Blind
1106 West Platt Street
Tampa, FL 33606

Lighthouse for the Blind of the
Palm Beaches, Inc.
7810 South Dixie Highway
West Palm Beach, FL 33405

GEORGIA

- Georgia Factory for the Blind
59 Ormond Street, S.E.
Atlanta, GA 30315
- Georgia Factory for the Blind
Faceville Highway
P.O. Box 218
Bainbridge, GA 31717
- Georgia Factory for the Blind
Emlet Drive
P.O. Box 98
Griffin, GA 30224

HAWAII

- Ho'opono Center for the Blind
1901 Bachelot Street
Honolulu, HI 96817

ILLINOIS

- The Chicago Lighthouse for the Blind
1850 West Roosevelt Road
Chicago, IL 60608

KANSAS

Kansas Industries for the Blind
925 Sunshine Road
Kansas City, KS 66115

- Kansas Industries for the Blind
425 MacVicar Street
Topeka, KS 66606

Kansas Foundation for the Blind, Inc.
801 East Lincoln Street
P.O. Box 2355
Wichita, KS 67201

KENTUCKY

Kentucky Industries for the Blind
1900 Brownsboro Road
Louisville, KY 40206

LOUISIANA

The Lighthouse for the Blind
123 State Street
New Orleans, LA 70118

- Shreveport Association for the Blind
1750 Claiborne Avenue
P.O. Box 3821
Shreveport, LA 71103

MARYLAND

Blind Industries and Services of Maryland
Baltimore Division
2901 Strickland Street
Baltimore, MD 21223

Blind Industries and Services of Maryland
Western Maryland Division
322 Paca Street
Cumberland, MD 21502

Blind Industries and Services of Maryland
Eastern Shore Division
Northwood Industrial Park
P.O. Box 2133
Salisbury, MD 21801

MASSACHUSETTS

Cambridge Industries
for the Blind
72 Second Street
Cambridge, MA 02141

Fall River Industries for the Blind
85 North Main Street
Fall River, MA 02723

Lowell Industries for the Blind
347 Middlesex Street
Lowell, MA 01845

Pittsfield Industries for the Blind
11 Melville Street
Pittsfield, MA 01201

Springfield Industries for the Blind
63 Howard Street
Springfield, MA 01105

Worcester Industries for the Blind
90 Madison Street
Worcester, MA 01608

MINNESOTA

Duluth Lighthouse for the Blind
2701 West Superior Street
Duluth, MN 55806

- The Minneapolis Society for the Blind, Inc.
1936 Lyndale Avenue South
Minneapolis, MN 55403

MISSISSIPPI

Mississippi Industries for the Blind
201 Main Street
P.O. Box 1565
Greenville, MS 38701

Mississippi Industries for the Blind
2501 North West Street
P.O. Drawer 4417
Jackson, MS 39216

Mississippi Industries for the Blind
232 Bonita Road
P.O. Box 885
Meridian, MS 39301

Royal Maid, Inc./Opportunities Unlimited
Ellisville, MS 39437

- Royal Maid, Inc.
Hansen Road
P.O. Drawer 30
Hazlehurst, MS 39083

MISSOURI

- Kansas City Association for the Blind
1844 Broadway
Kansas City, MO 64108

The Lighthouse for the Blind
2315-21 Locust Street
St. Louis, MO 63103

NEW HAMPSHIRE

Workshop for the Blind
130 Silver Street
Manchester, NH 03103

NEW JERSEY

New Jersey Commission for the Blind
and Visually Impaired
232 Frelinghuysen Avenue
Newark, NJ 07114

New Jersey Commission for the Blind
and Visually Impaired
209 Highland Avenue
Westmont, NJ 08108

NEW MEXICO

New Mexico Industries for the Blind
2200 Yale Boulevard, S.E.
Albuquerque, NM 87106

NEW YORK

- Northeastern Association of the Blind
at Albany, Inc.
301 Washington Avenue
Albany, NY 12206

Blind Work Association, Inc.
55 Washington Street
Binghamton, NY 13901

- Blind Work Association, Inc.
55 Washington Street
Binghamton, NY 13901

- IHB Industries/The Industrial Home
for the Blind
1000 Atlantic Avenue
Brooklyn, NY 11238

- IHB Industries/The Industrial Home
for the Blind
520 Gates Avenue
Brooklyn, NY 11216

- IHB Industries/The Industrial Home
for the Blind
Building 40
Suffolk Developmental Center
South Road
P.O. Box 1003
Melville, NY 11746

- Blind Association of Western New York
1170 Main Street
Buffalo, NY 14209

Southern Tier Association for the Blind
719 Lake Street
Elmira, NY 14901

- Lighthouse Industries/The New York
Association for the Blind
36-20 Northern Boulevard
Long Island City, NY 11101

- The Jewish Guild for the Blind
111 Eighth Avenue
New York, NY 10011

- The Jewish Guild for the Blind
15 West 65th Street
New York, NY 10023

- The Association for the Blind of
Rochester & Monroe County, Inc.
422 S. Clinton Avenue
Rochester, NY 14620

- Central Association for the Blind, Inc.
301 Court Street
Utica, NY 13502

NORTH CAROLINA

Lions Club Industries for the Blind
of Western North Carolina, Inc.
45 South French Broad Avenue
Asheville, NC 28801

Lions Services, Inc.
1702 Brevard Street
Charlotte, NC 28206

Lions Club Industries, Inc.
1810 East Main Street
P.O. Box 11215
Durham, NC 27703

Industries of the Blind, Inc.
920 West Lee Street
P.O. Box 3544
Greensboro, NC 27402

Lions Industries for the Blind, Inc.
500 East Lenoir Avenue
P.O. Box 454
Kinston, NC 28501

Raleigh Lions Clinic for the Blind, Inc.
315 Hubert Street
Raleigh, NC 27603

Industries for the Blind
701 North Main Street
Winston-Salem, NC 27101

OHIO

- Cincinnati Association for the Blind
2045 Gilbert Avenue
Cincinnati, OH 45202
- Cloverbrook Home and School for the Blind
7000 Hamilton Avenue
Cincinnati, OH 45231
- The Cleveland Society for the Blind
2275 East 55th Street
Cleveland, OH 44103
- The Vision Center of Central Ohio
Industrial Division
2470 Cleveland Avenue
Columbus, OH 43211
- Youngstown Society for the Blind
and Disabled
2246 Glenwood Avenue
Youngstown, OH 44511

OKLAHOMA

- Oklahoma League for the Blind
501 North Douglas Avenue
Oklahoma City, OK 73106

OREGON

Oregon Industries for the Blind
535 S.E. Twelfth Avenue
Portland, OR 97214

PENNSYLVANIA

Lehigh Valley Lighthouse
Industries for the Blind
610 Union Boulevard
Allentown, PA 18103

Delaware County Branch
Pennsylvania Association for the Blind
100-106 West 15th Street
Chester, PA 19013

Chester County Association for the Blind
71 South First Avenue
Coatesville, PA 19320

Westmoreland County Branch
Pennsylvania Association for the Blind
306 S. Pennsylvania Avenue
P.O. Box 1048
Greensburg, PA 15601

- Lancaster County Branch
Pennsylvania Association for the Blind
244 North Queen Street
Lancaster, PA 17603
- Pittsburgh Blind Association
300 South Craig Street
Pittsburgh, PA 15213

Washington-Greene County Branch
Pennsylvania Association for the Blind
254 North Main Street
Washington, PA 15301

PUERTO RICO

Puerto Rico Industries for the Blind Corp.
Box 13382
Santurce, PR 00908

TENNESSEE

A.P. Mills Industries for the Blind
346 St. Paul Street
P.O. Box 2175
Memphis, TN 38101

Volunteer Blind Industries, Inc.
758 West First South Street
Morristown, TN 37814

Mason Brandon Industries for the Blind
4110 Charlotte Avenue
P.O. Box 90227
Nashville, TN 37209

TEXAS

Southwest Lighthouse for the Blind
409 South Cleveland
P.O. Box 31000
Amarillo, TX 79120

Travis Association for the Blind
2831 Manchaca Road
P.O. Box 3297
Austin, TX 78764

South Texas Lighthouse for the Blind
1907 Leopard Street
P.O. Box 9697
Corpus Christi, TX 78408

- Dallas County Association for the Blind
3940 Capitol Avenue
P.O. Box 64420
Dallas, TX 75206

El Paso County Association for the Blind
100 Dunne Avenue
El Paso, TX 79905

Tarrant County Association for the Blind
912 West Broadway
Fort Worth, TX 76104

- Lighthouse for the Blind of Houston
3530 West Dallas
P.O. Box 13435
Houston, TX 77109

Southwest Lighthouse for the Blind
607 Main Street
P.O. Box 10102
Lubbock, TX 79408

West Texas Lighthouse for the Blind, Inc.
2001 Austin Street
San Angelo, TX 76903

San Antonio Association for the Blind
2305 Roosevelt Avenue
P.O. Box 10230
San Antonio, TX 78210

East Texas Lighthouse for the Blind
Route 14, Box 67
Tyler, TX 75707

Lighthouse for the Blind
700 South 15th Street
Waco, TX 76706

Beacon Lighthouse for the Blind
300 Seventh Street
Wichita Falls, TX 76301

UTAH

Utah Industries for the Blind
1595 West Fifth South
Salt Lake City, UT 84104

VERMONT

Vermont Workshop for the Blind
c/o Vermont Allied Services
103 Main Street
Waterbury, VT 05676

VIRGINIA

- Virginia Industries for the Blind
1102 Monticello Road
P.O. Box 259
Charlottesville, VA 22902
- Virginia Industries for the Blind
1535 High Street
P.O. Box 27563
Richmond, VA 23261

WASHINGTON

- The Lighthouse for the Blind, Inc.
2501 South Plum Street
P.O. Box C-14119
Seattle, WA 98114

WISCONSIN

- Industries for the Blind
3220 West Vliet Street
Milwaukee, WI 53208

Wisconsin Workshop for the Blind
5316 West State Street
Milwaukee, WI 53208

- Accredited by the National Accreditation
Council (NAC)

NIB Board of Directors

CHAIRMAN OF THE BOARD

Thor W. Kollé, Jr.
First Vice President
Shearson Loeb Rhoades Inc.
New York, NY

PRESIDENT

Abram Claude, Jr.
Senior Vice President
Dillon, Read & Company, Inc.
New York, NY

SECRETARY-TREASURER

Peter K. Deeks
Vice President, Investment Banking
Dean Witter Reynolds Inc.
New York, NY

Robert H. Bennett
Ridgewood, NJ

Billy M. Day
Executive Director
Arkansas Lighthouse for the Blind
Little Rock, AR

Rudolph E. Elmer
The Lighthouse for the Blind, Inc.
Seattle, WA

Conway Harris
Executive Director
Lions Club Industries, Inc.
Durham, NC

Frank B. Hart, Jr.
Superintendent
Virginia Industries for the Blind
Richmond, VA

Ms. Elva Hayes
Executive Director
Kansas City Association for the Blind
Kansas City, MO

Mrs. Jackson C. Hinds
Houston, TX

Claude W. Hirsch
Executive Vice President
Industries for the Blind
Milwaukee, WI

Joseph J. Larkin
Executive Director
The Industrial Home for the Blind
Brooklyn, NY

M. Shy Meeker
General Sales Manager
Peterbilt Motors Co.
Newark, CA

Jansen Noyes, Jr.
Senior Managing Director
Loeb Rhoades, Hornblower &
Company, Inc.
New York, NY

Ernest A. Ochel
Wichita, KS

Clayton Penhallegon
Executive Director
Georgia Factory for the Blind
Bainbridge, GA

Austin G. Scott
Executive Director
Dallas County Association
for the Blind
Dallas, TX

William S. Thompson
Executive Director
Lighthouse for the Blind of the
Palm Beaches, Inc.
West Palm Beach, FL

HONORARY DIRECTOR

Dr. Peter J. Salmon
Administrative Vice President
The Industrial Home for the Blind
Brooklyn, NY

Offices

Principal Office:

1455 Broad Street
Bloomfield, NJ 07003

Government Marketing Division Office:

3530 Moncure Avenue
Falls Church, VA 22041

Legislative Affairs Office:

3530 Moncure Avenue
Falls Church, VA 22041

Technical Center:

10679 Midwest Industrial Boulevard
St. Louis, MO 63132

Rehabilitation Services Division Office:

320 Fulton Avenue
Hempstead, NY 11550

NIB ADMINISTRATIVE ORGANIZATION

Executive Vice President

George J. Mertz

Vice President - Legislative Affairs

John W. Hanger

Vice President - Government Marketing

James C. MacFarland

Controller

Guy DeRossi

Vice President - Product and Sales Services

Daniel J. Boucher

Director - Public Affairs

R. T. Millard

Director - Rehabilitation

Harold Richterman

Auditors

Peat, Marwick, Mitchell & Company

National Industries for the Blind

1455 Broad Street

Bloomfield, New Jersey 07003

(201) 338-3804